

## Message Text

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ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/BIC/OED/OPS/B.L.WHIPPLE

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COM/BIC/OED/OPS/B.L.WHIPPLE

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COM/BIC/OED/OBOD/R.E.COHEN

STATE/NEA/ARP/C.CECIL

COM/BIC/CAGNE/F.OCWIEJA

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P 142130Z JUL 75

FM SECSTATE WASHDC

TO AMEMBASSY JIDDA PRIORITY

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E.O. 11652: N/A (DECLASS ON RECEIPT)

TAGS: BEXP, SA

SUBJECT: PRODUCT OPPORTUNITY

1. USDOC HAS BEEN ADVISED THAT THE DEPUTY MINISTER'S OFFICE FOR POSTS AND TELECOMMUNICATIONS IS EXPECTED TO ANNOUNCE THIS MONTH A TENDER FOR THE SUPPLY OF TELEPHONE CABLE FOR THE KINGDOM OF SAUDI ARABIA. THE ESTIMATED VALUE OF ALL CABLE TO BE DELIVERED OVER A 42 MONTH PERIOD IS OVER \$100,000,000.

2. THE MAJORITY OF CABLE SPECIFIED IS OF THE PAPER-INSULATED TYPE WHICH MOST AMERICAN MANUFACTURERS DO NOT PRODUCE, DUE TO CONVERSION BY U.S. TELEPHONE COMPANIES TO BETTER TRANSMISSION AND MAINTENANCE QUALITY PLASTIC-INSULATED AND JACKETED TYPES, EITHER FILLED (WATER-TIGHT) OR AIR CORE. THE TENDER ALSO IS EXPECTED TO REQUIRE BIDDERS TO QUOTE ON ALL TYPES OF CABLE, INCLUDING THE COAXIAL TYPES NOT NORMALLY MANUFACTURED IN THE U.S. AND TO REQUIRE A FIRM PRICE FOR THE ENTIRE PERIOD OF CONTRACT,

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WHICH WILL PROBABLY BE A BURDEN DUE TO WORLD-

WIDE INFLATION.

3. IN ORDER FOR U.S. CABLE MANUFACTURERS TO BE ABLE TO  
COMPETE AGAINST FOREIGN MANUFACTURERS, IT WILL BE  
NECESSARY FOR THE TENDER TO BE CHANGED AS FOLLOWS:

- A. PLASTIC-INSULATED OR JACKETED FILLED CABLES FOR
- ALL SIZES OF ALL UNDERGROUND AND DIRECT BURIED
- CABLE IN LIEU OF PAPER-INSULATED AND LEAD OR
- POLYETHYLENE JACKETED. TO COMPLY, WHERE
- SPECIFICATIONS REFERENCE ANNEX 1 OR 2, ANNEX 3
- SHOULD BE REFERENCED INSTEAD.
  
- B. BIDS SHOULD BE EVALUATED AND CONTRACTS AWARDED
- BASED ON EACH LIST OF CABLE INDIVIDUALLY.
- BIDDER SHOULD NOT BE REQUIRED TO QUOTE ON ALL
- LISTS OF CABLES AND ALL ALTERNATES, AS NOW
- SPECIFIED IN PARAGRAPH 2.5 OF THE BID.
  
- C. PRICES TO BE ADJUSTED FOR METAL AND PLASTIC
- PRICE VARIATION EVERY SIX MONTHS. OCEAN FREIGHT
- TO BE BILLED AT ACTUAL INVOICE PRICE.

4. PLEASE CONTACT THE MINISTRY IN RIYADH AND RECOMMEND  
THESE SUGGESTED CHANGES. FYI. THE MINISTER OF  
COMMUNICATION, IS SHEIK MOHAMMED OHMAR END FYI. KISSINGER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 14 JUL 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** ShawDG  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Office:** ORIGIN COME  
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**Subject:** PRODUCT OPPORTUNITY  
**TAGS:** BEXP, SA  
**To:** JIDDA  
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